

CHAS. F. TURNER,  
200 EAST 42<sup>nd</sup> STREET,  
NEW YORK CITY.

December 13, 1923.

My dear Sirs:  
I have the pleasure to advise you that I have just  
arrived in San Francisco and am now in the office of  
Messrs. Sherman, Clay & Co. on Kearny & Sutter Streets.  
I am enclosing a copy of my "Spanish Songs of Old California",  
which you will find in the office of  
San Francisco, Calif.

Gentlemen: I enclose a copy of my "Spanish Songs of Old California",  
which you will find in the office of  
San Francisco, Calif.

According to our former correspondence, I am sending  
you under another cover copy of my "Spanish Songs of Old California",  
which you wish to consider for jobbing purposes.

I am not at all anxious to have the book go into the  
hands of dealers; for it leaves practically no profit for me.  
I have sat in my chair and sold 1600 copies, nearly all at retail;  
and can continue my mail business for a long time to come.

However, I shall be interested to consider any proposition  
from you to any extent of that kind.

Sincerely yours,

"Spanish Songs of Old California" you will find a copy  
in the office of  
San Francisco, Calif.

Enclosed is a copy of my "Spanish Songs of Old California",  
which you will find in the office of  
San Francisco, Calif.

Enclosed is a copy of my "Spanish Songs of Old California",  
which you will find in the office of  
San Francisco, Calif.

Very truly yours,

Please ship via Mail  
Express

San Francisco

MAR 10 1924

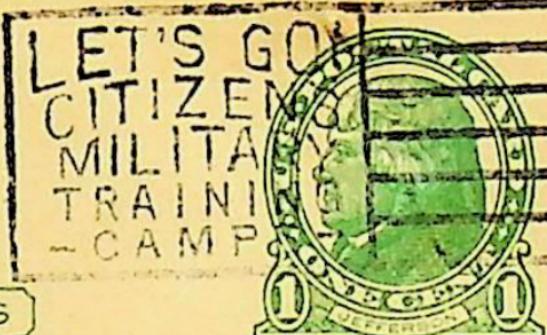
10 Spanish songs of old California A. Farwell song coll.

**NOTICE!** When a number follows title  
be sure to put it on upper left  
hand corner of music ordered

Form No. 2 Sheet Music --2-24

Sherman Clay & Co.

Per



THIS SIDE OF CARD IS FOR ADDRESS

C. F. Lummi

Los Angeles,

California.

200 East ave., 43

Messrs. Sherman, Clay & Co.,  
Music Dealers,  
San Francisco, Calif.

Gentlemen:

As per your post-card order, I have instructed my  
printers to deliver to you 7 copies of "Spanish Songs of Old  
California".

Invoice enclosed.

It seems to me you ought to be able to sell a very large  
number in San Francisco, which is about the only California city  
of any size which is left Californian. The Book is already in  
its Third Edition, though only six weeks off the press.

Sincerely Yours,

October 31, 1923.

Sherman Clay & Company,  
Kearny & Sutter Streets,  
San Francisco, Cal.

Attention Mr. E.P. Linte.

Dear Mr. Linte:

Thank you for yours of the 26th inst.  
I will send you a copy of "Spanish Songs of Old California" as soon as it is off the press - which will be in about three weeks.

After you have examined it, I shall be glad to have you carry out your suggestion of writing me further regarding a jobbing proposition.

It may interest you to know that the first edition of a thousand copies is practically all subscribed for now, and that I shall no doubt have to run a second edition before the first is distributed.

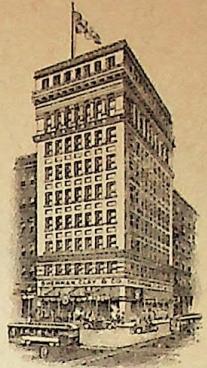
Very truly yours,

CFL/R

PUBLISHERS AND JOBBERS  
OF  
SHEET MUSIC, BOOKS,  
BAND AND ORCHESTRA MUSIC  
LARGEST AND MOST COMPLETE  
GENERAL STOCK OF MUSIC  
IN THE WEST  
CABLE ADDRESS  
"SHERMCLAY"  
A.B.C. AND BENTLEY CODES

# Sherman, Clay & Co.

KEARNY AND SUTTER STREETS  
TELEPHONE SUTTER 6000  
SAN FRANCISCO



October Twenty Sixth  
Nineteen Twenty Three

Chas. F. Lummis,  
200 East Ave. 43,  
Los Angeles, Calif.

Dear Mr. Lummis,- If you will be so kind  
as to send me a copy of SPANISH SONGS OF CALIFORNIA  
I will be very glad to write you further regarding a  
Jobbing proposition.

Sincerely yours,  
SHERMAN CLAY & CO.

Per, *E. P. Fiske* -  
EPL:AA:

October 22, 1923.

Sherman, Clay & Company,  
Corner Kearney & Sutter,  
San Francisco, Cal.

Gentlemen:

Attention Mr. Little.

Answering yours of the 18th, concerning my  
"Spanish Songs of Old California."

I am publishing this myself, and do not wish  
to surrender my privileges in this territory. I know  
your house, of course, of old, and would be very glad  
of dealings with it. I feel, however, that the 50%  
discount is all I can afford and presume you would not  
be able to job it under these circumstances.

But I shall be very glad to have you handle  
it in your establishment, and think you will find it  
an important number.

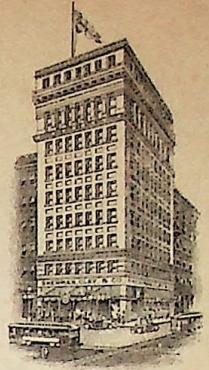
Sincerely yours,

CFB/R

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LARGEST AND MOST COMPLETE  
GENERAL STOCK OF MUSIC  
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CABLE ADDRESS  
"SHERMCAY"  
A.B.C. AND BENTLEY CODES

# Sherman, Clay & Co.

KEARNY AND SUTTER STREETS  
TELEPHONE SUTTER 6000  
SAN FRANCISCO



October Eighteenth  
Nineteen Twenty Three

Chas. F. Lummis,  
200 East Ave. 43,  
Los Angeles, Calif.

Dear Sir,- The enclosed circular has just been handed to me and I am writing to inquire whether or not you would be interested in having a Trade Distributor for your book "Spanish Songs of Old California". At the present time we have several traveling men on the road besides having the largest jobbing business in the West, and I am wondering if we cannot make some arrangement that will be to our mutual advantage.

Kindly let me hear from you.

Sincerely yours,  
SHERMAN CLAY & CO.

EPL:AA: